



MANAGED PRINT SERVICES (MPS)

W40-2011

NON-MANDATORY CONTRACT

The WSCA-NASPO Cooperative Purchasing Organization leverages the buying power of procurement from multiple states to offer exceptional pricing for participating states and their political subdivisions. Alaska is an active member of WSCA-NASPO.

WSCA-NASPO has established the following non-mandatory contracts for Managed Print Services:

CONTRACTOR NAME	CONTRACT NUMBER	PA SIGNED
Xerox Corporation	W2012MPS0001	Yes
Ricoh USA	W2023MPS0002	Yes

CURRENT TERM: November 1, 2012 through August 31, 2014, with two two-year renewal options.

WHY USE AN MPS CONTRACT:

1. Industry experts say that an agency can expect a cost reduction of at least 20% when consolidating their printers, copiers, and fax machines under a single MPS contract.
2. MPS consolidates all of an agencies print devices into a single maintenance program that includes break-fix and supplies (except paper and staples). It eliminates the need for an agency to warehouse toner.

How MPS Works: An agency has one or more MPS contractors conduct a no charge assessment of their print environment. The contractor, working with the agencies IT staff, put

MPS provides a contract so an agency can hire an MPS vendor to assume the management and service of their print devices (printers, copier, and fax machines). The vendor evaluates the agencies print environment to determine if the existing distribution of printers and copiers is the right fit and they interview key agency personnel to understand the their processes and priorities. Next they develop a plan to fine tune the environment by resizing equipment to the appropriate speeds and capacities and eliminating redundant devices. They present the plan to the agency in the form of a proposal. If the agency accepts the proposal, they enter into a contract with the vendor who becomes responsible for the maintenance and support of the agency's print environment.

MPS PROCESS:

1. The agency engages one or more MPS contractors to analyze their print environment for ways to improve efficiency and reduce costs. The contractor(s) provide a proposal to the agency for review. *(The proposal is provided free of charge.)*
2. If the agency chooses not to accept the proposal, the MPS contractor(s) is done.
3. If the agency chooses to move forward with the recommendation, the MPS contractor begins to implement the recommendations. The contractor uses existing equipment to reconfigure the agency's print environment and will generally only insert their own equipment when a copier or printer reaches end of life. The agency would no longer purchase or lease equipment but would pay a monthly fee to the MPS contractor for providing print equipment and maintenance. MPS Service includes all consumables except paper and staples.

4. The contractor educates the end users to help minimize confusion and worker resistance while they implement a phased approach to managing the print fleet.

SUMMARY OF WHAT MANAGED PRINT SERVICES PROVIDE: This is a service contract. When you engage a copier/printer company to manage

your print devices (copiers, printers, & fax machines) you pay them a monthly fee and they take over the responsibility for maintaining your existing printers, fax machines, and any Xerox branded copiers.

PRINTERS: Xerox is an authorized HP maintenance company. When you place your printers under an MPS contract, they are responsible for break-fix and consumables; similar to a traditional copier maintenance contract. They monitor your toner usage and supply toner on an as needed basis so that you no longer have to warehouse toner supplies. They can even replace your HP copier with another HP copier if necessary.

COPIERS: MPS includes your copy machines unless they are covered under a lease or maintenance contract. The MPS contractor does not assume responsibility for equipment covered under an existing contract so both contracts would run concurrently. At the end of the lease or maintenance agreement you would have the option to keep the equipment and renew the maintenance or have the MPS contractor replace it with their own branded equipment and include it in the MPS program.

SAVINGS: MPS contractors report that often as much as 50% or more of an agencies print is being produced on standalone printers. This is significant because the cost per page is significantly higher for a printer than a copier. Therefore, when an agency evaluates the amount of print

PRINT ASSESSMENT:

CONTRACTOR CONTACT INFORMATION: You can learn more about managed print services by contacting the vendors listed below

XEROX

VAN BRIDGES

907 786-5242 TOLL FREE

907 947-1140 MOBILE

907 786-5226_FAX

van.bridges@xerox.com

RICOH AMERICAS

BART LEMMON

425-255-0730 PHONE

425-228-2445 FAX

BART.LEMMON@RICOH-USA.COM

State of Alaska Contact

Linda Polk

Contracting Officer

Desk: (907) 465-8292

Linda.Polk@alaska.gov

If you have questions regarding the above referenced contract, please contact: